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The Meier & Frank Store

Celebrates Its 50th Anniversary

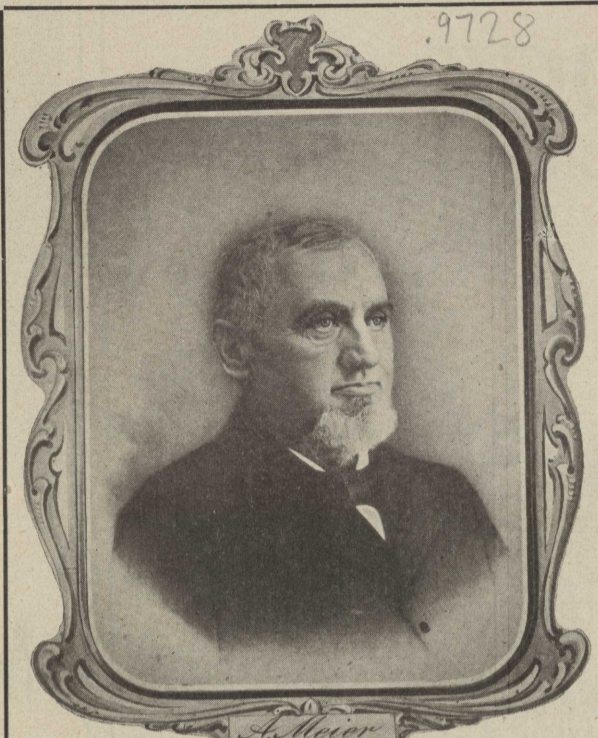
The Northwest's Greatest Retail Firm

A History-Making Epoch in the Annals of Portland's Commercial Affairs—A Business Success Attained by Few Concerns the Length and Breadth of the Land

FIFTY years ago this month, in a little store 35x50, on Front street, a general merchandise business was established. The sign on the north side of the building heralded to the world that Meier & Frank were anxious to serve the public. Today, fifty years after, Meier & Frank, Portland's largest and best department store, is still serving the public through trustworthy channels which long since received the mark of confidence from thousands of patrons.

The firm's methods, its merchandise and its policy were approved half a century ago. Its splendid growth, every day, every week, every month, every year of its existence right up to the present time, is the best evidence today of the manner in which the public has stamped its approval. The policies which inspired the confidence of the firm's patrons half a century ago and which spread the name of Meier & Frank the length and breadth of the Pacific northwest as a standard of business excellence and integrity, are the same policies pursued today—policies which have built and held an enviable patronage, one of the largest in the history of northwest trade.

The store has grown rapidly in the past and its course in the future will not deviate. Fifty years ago the Meier & Frank store was very small. The firm likes to think



Mr. Aaron Meier

Founder of the Meier & Frank Store.

Mr. Aaron Meier, founder of the Meier & Frank store, was born May 22, 1831. He came to Portland around the Horn in June, 1857, and immediately laid the foundation of what has grown to be the largest retail mercantile business west of Chicago. Mr. Meier died August 16, 1889, while plans were being formulated for the removal of the business from First street to the present quarters. Thousands upon thousands of the store's patrons remember Mr. Meier as a man and merchant with few equals. He was probably in closer touch with the store's patrons than any other merchant in America. He knew his trade and his trade knew him—a big, generous-hearted, successful business man who left behind him a great and prosperous business and an army of friends in every section of the Pacific northwest.



The largest retail firm in the country west of Chicago. The building is five stories in height with basement, the floor area approximating three acres.

goods whose merits are unquestionable. The many offices at home and broad maintained by the firm is an important factor in securing goods for Portland the same as for metropolitan centers. All the newest designs, the novelties and other requisites of a modern establishment are found in the Portland store of Meier & Frank the same as in New York, Chicago and others of the larger cities.

satisfying to the minutest detail every desire of their customers.

There are no "Be polite" signs held out to Meier & Frank clerks by the management. There are no iron riveted rules which they are compelled to obey, but instead there is the closest and friendliest feeling existing between the employer and the employed. Human consideration is shown every person who draws a salary from the Meier & Frank store, and unlike the vast majority of large department stores, the lowest salaried as well as the high salaried ones are at liberty at all times to talk freely and openly to the ones to whom they are responsible. There is no aloofness displayed, friendly relations among all are cultured, and the spirit of contentment and eagerness to serve faithfully and well is the highly satisfying result.

To enumerate all the elements which have advanced the Meier & Frank establishment to the front rank of department stores in the country would be an exhaustive story on fair dealing, trustworthy methods and other cardinal points which have made the firm a standard of excellence in every state and country in which it is so widely known. Suffice it to say that with Portland's phenomenal growth it, too, has leaped ahead, a growth which could not have been brought about had not the foundation of the establishment been based upon the implicit confidence with which it has always been held by the public.

The tremendous business of the firm which is transacted yearly with Nevada, Washington, Idaho, Montana, Alaska, the Philippine and Hawaiian Islands and the American colonies in China and Japan necessitates the occupation of the largest building occupied by a department store in the city of Portland. The present quarters cover a ground space of 200x100 feet, five stories in height with basement. The building is of the best mill construction, with a handsome rotunda 40x75 feet in the center, permitting a flood of daylight to strike every nook and corner. The building has three entrances, one each on Morrison street, Fifth

street and Alder street. The floor space covers about three acres and more electric arc lamps are used in lighting the building than are found on the streets of Baker City, Salem and Astoria combined. At the holiday season the store gives employment to more than 1,200 persons.

But even with all the room granted by this large building, the expanding trade of the firm has been such within the past few years that plans have been drawn and arrangements made for the erection of a building still larger in order to accommodate the rapidly increasing

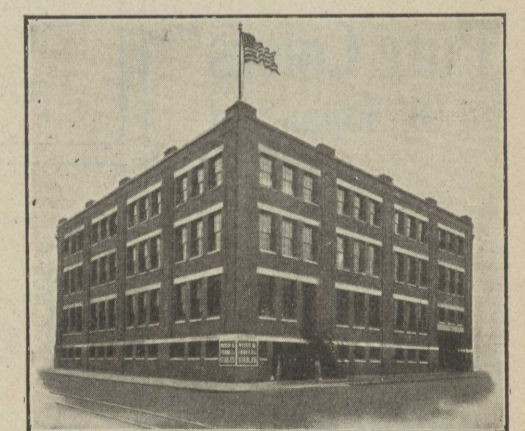


Meier & Frank warehouse, located at Seventh and Taylor streets. A modern plant, splendidly equipped for the proper care and dispatch of merchandise of all kinds. Reserve stocks and extensive import business are handled here.

business relations. The annex will adjoin the building now occupied and will be probably 10 stories in height with a floor space of 130x100 feet, costing about \$350,000.

With the annex complete it is believed that space accommodations will be sufficient for a number of years to come, besides affording greater room for the mail order department, which has grown as rapidly as the retail branch of the business.

With trade relations extending in every direction, Meier & Frank facilitate the satisfactory handling of both local and foreign de-



Meier & Frank Stables—the largest and most modern private stables in the west. Ninety head of horses and 35 delivery wagons are cared for here. Entire plant is perfectly equipped with electric elevator, harness room, sprinkler system, lunch and smoking rooms for employees, living apartments for superintendent and family, bathrooms for the drivers, paintshop, etc. The entire plant is a model one, worthy a visit by everyone interested in the care of dumb animals.

mands upon their immense stock by publishing twice yearly the largest, handsomest and most completely illustrated catalogue published by any dry goods house in America. The editions are 11x14 inches and contain 132 pages. Sixty thousand of these business solicitors are mailed every six months, postage alone costing eight cents on each. These catalogues are distributed in half a dozen states and as many foreign countries, where their efficient service is attested by a buying public whose wants are satisfied quickly and unattended by annoying circumstances.



The Meier & Frank Store in 1857.

of its early beginnings, to consider the growth of the city and the great empire to which it owes its growth. As the city advanced and took on a new population, so the firm grew an added to its increasing list of patrons. The Meier & Frank store had hardly more than begun its career of serving the public before the expansion of its trade, through strict adherence to policies which quickly met the approval of the community, compelled numerous changes to accommodate increasing patronage.

Naturally there was a removal of quarters to more commodious building. A few more years elapsed and still larger quarters were needed and each succeeding twelve months for a half century past has brought with it a demand for greater floor space and more room to meet the requirements of a trade which at this time stretches thousands of miles north and south, an equal distance eastward and touches the oriental countries on the other side of the Pacific.

From a store of one room the store has grown and expanded, doubled and trebled its stock and patronage until today sees it without an equal in the retail trade on the Pacific coast, and the largest retail merchandise firm of its kind west of Chicago.

One of the greatest assets produced by the Meier & Frank store, and one which has been the chief factor in securing for it an unrivaled trade, is its close relationship with the firm's patrons. This was the policy upon which the store was founded—the policy that the smallest buyer should be shown the same consideration as the largest and that all transactions, both large and small, be transacted with the spirit of friendship prevailing.

How well this method of doing business has succeeded is evidenced in the unprecedented growth of the firm. It is still the policy, and coupled with other factors of scarcely less importance makes for the great strength of this business institution.

The members of the firm are constantly in close touch with the trade and its wants. No line is overlooked, no detail is too small to be given consideration in the effort to further, if possible, the complete-

ness, thoroughness and satisfying departments of the firm's business.

Strength in Meier & Frank's systematic buying organization is by no means the least of the many features which continue the up-building of this magnificent mercantile establishment. Fifteen buyers travel twice a year to the eastern centers and three buyers four times annually seek the markets from which the immense line of goods carried by the firm here in Portland is selected. Quality is paramount, and not even in the eastern retail centers is greater variety shown. Meier & Frank maintain offices not only on the Pacific coast, but in the east and across the Atlantic as well. With headquarters in New York city, where the best grades of goods afforded in the United States can be inspected, the firm continues its active search for better goods for its patrons through its offices in Paris, Chemnitz, Berlin, and Plauen, Switzerland. Here in these market places the selection of the world's best goods is made for the benefit of the thousands who buy from the Portland store.

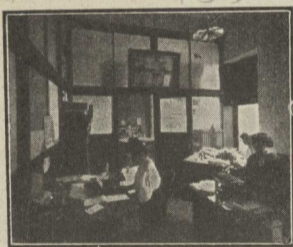
Here then is a purchasing power seldom equaled, the facilities for satisfying the most fastidious customer, and yet with all the world-wide purchasing range of which the firm constantly takes advantage, buying is not done for a particular few, but for all. With the idea ever in view that the best to be had in both foreign and domestic countries is none too good for the patrons of the Portland store, the latter is stocked several times a year with

of a modern establishment are found in the Portland store of Meier & Frank the same as in New York, Chicago and others of the larger cities.



Sixth street annex to be erected during the next 18 months. Ground space 130x100 feet—either 10 or 12 stories high. The annex will join the main establishment, and altogether make a department store second to none in the land. Building will be of steel and concrete, costing about \$350,000, affording much needed room for a rapidly growing business.

Here at home again, the Meier & Frank store adds to its patronage through its ability to sell the best merchandise obtainable in the world's markets at lower prices than any other retail firm in the northwest. This is due to the fact that it buys in immense quantities and buys often, besides owning its own buildings and property and figuring a profit on a valuation realty basis of 10 years ago. These factors combine to make possible the selling of merchandise by the Meier & Frank store at 10 per cent less than the prices offered by firms in the same lines of trade. Not content with filling every want and fancy of its many thousands of patrons, Meier & Frank hold to the policy that the public is best served in small things as well as large by helpful, courteous and willing clerks who are interested in their work and



Private Office.

1857 THE MEIER & FRANK STORE 1907

TOLD IN DEPARTMENTS

First Floor

- Kid Gloves
- Handkerchiefs
- Ribbons
- Buttons
- Dress Trimmings
- Laces
- Robes
- Embroideries
- Silks
- Velvets
- Dress Goods
- Black Goods
- Hosiery
- Underwear
- Leather Goods
- Books
- Stationery
- Drug Sundries
- Fancy Goods
- Butterick Patterns
- Veilings
- Table Linens
- Bed Linens
- Flannels
- Cotton Goods
- Wash Goods
- Umbrellas
- Parasols
- Notions
- Linings
- Shoes
- Men's Furnishings
- Men's Hats
- Jewelry
- Sheet Music

Second Floor

- Women's Cloaks
- Suits, Wraps
- Waists, Petticoats
- Furs, Kimonos
- Millinery
- Muslin Underwear
- Corsets
- Sewing Machines
- Infants' Shoes
- French Waists
- French Underwear
- Infants' Wear
- Boys' Clothing
- Men's Clothing
- Children's Apparel
- Men's Fancy Vests
- Knit Wear
- Yarns

Third Floor

- Carpets, Rugs
- Linoleum
- Mattings
- Trunks, Bags
- Toys, Games
- Dolls, Baskets
- Sporting and Outing Goods
- Porch Swings
- Lawn Swings
- Porch & Bungalow Furniture
- Baby Carriages
- Lace Curtains
- Curtain Materials
- Window Shades
- Porch Shades
- Portieres
- Table Covers
- Couch Covers
- Upholstery Goods
- Art Department
- Fancy Work
- Embroidery Silks
- Pillow Tops
- Croquet Sets
- Hammocks

Fourth Floor

- Pictures
- Picture Framing
- Pyrographic Outfits
- Burnt Wood
- Kodaks
- Kodak Supplies
- Printing and Developing
- Blankets
- Comforters
- Pillows
- Mattresses
- Springs
- Indian Robes
- Table Oilcloth

Wholesale Department Fourth and Fifth Floors

Basement

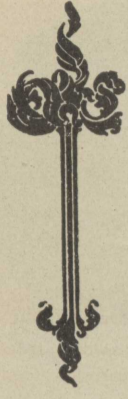
- China
- Glassware
- Kitchen Goods
- Lawn Mowers
- Lamps
- Stoves, Ranges
- Screen Doors
- Garden Hose
- Groceries and Soda Fountain
- Silverware
- Cut Glass
- Cutlery
- Chafing Dishes
- Five o'Clock Teas
- Nickelware
- Copper and Brass
- Novelties

Portland Agents for

- "Perrins" French Kid Gloves
- "Ostermoor" Felt Mattresses
- "Gossard" Lace Front Corsets
- "La Greque" Corsets
- "Vudor" Porch Shades
- "Willamette" Sewing Machines
- "Peninsular" Stoves
- "Eastman" Kodaks
- "Butterick" Patterns
- "Onyx" Hosiery
- "Harvard Mills" Underwear
- Etc., Etc., Etc.

Lang & Co.

Wholesale Grocers



Portland, Oregon

W. P. Fuller & Company



Manufacturers of

Phoenix Pure PAINT

PIONEER WHITE LEAD

FULLER'S Pure Colors In Oil, Japan and Water

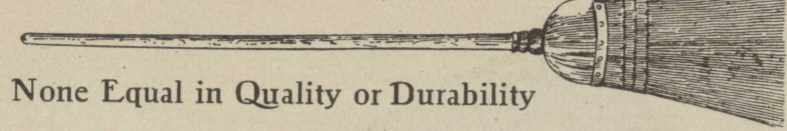
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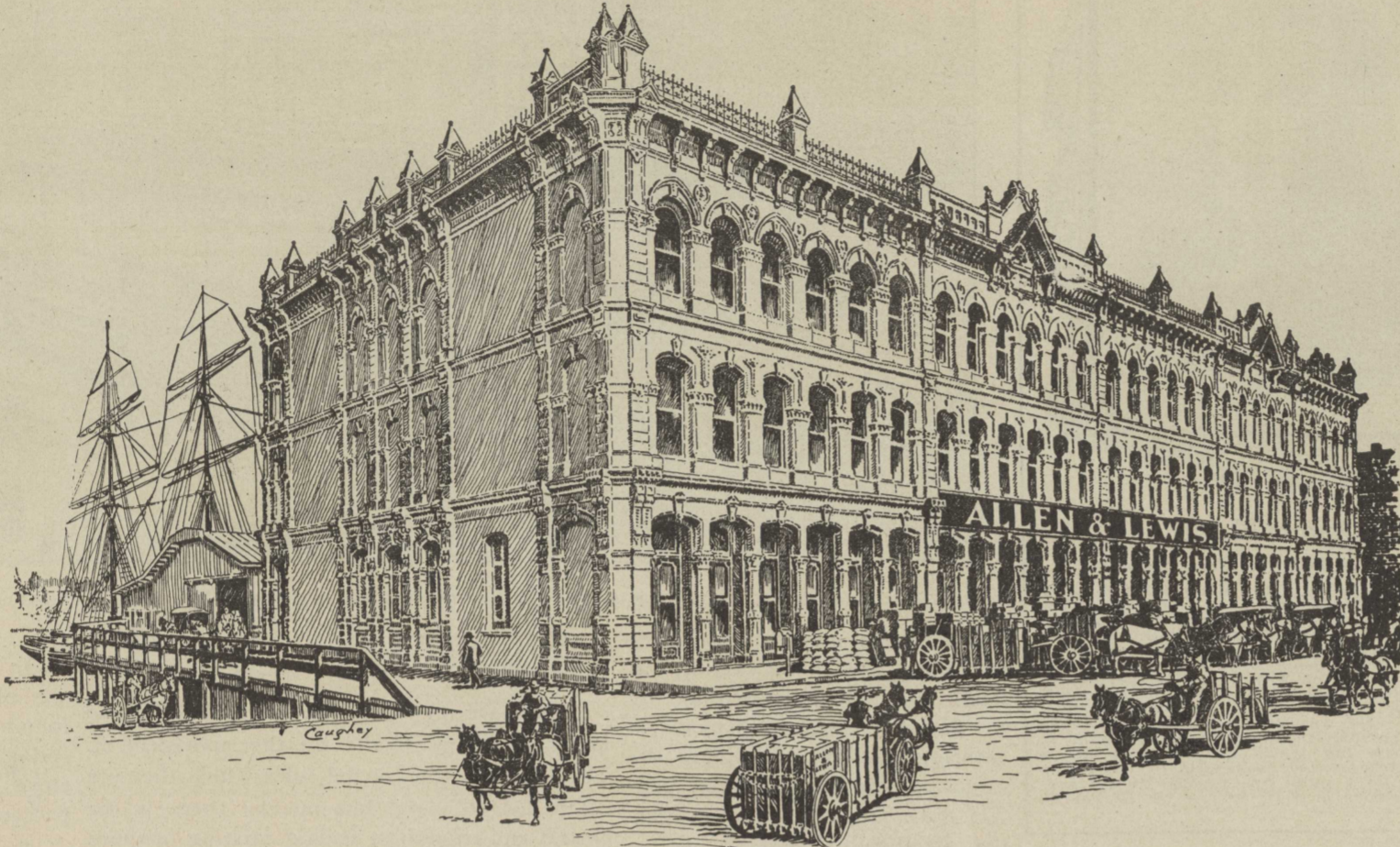
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Pure Spice Grinders.

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The home of **PREFERRED STOCK** canned goods
The Pure Food Sort—In Tins and Glass



Established 1851

ALLEN & LEWIS

Incorporated 1897

The Oldest Grocery House on the Pacific Coast

Portland, Oregon, U. S. A.

A Few Good Reasons Why the "Mt. Hood" Brand of Manufactured Goods Are Successful

We use at all times the necessary yardage to give proper sizes. We do not combine good work with poor materials, or vice versa. We are in the market all the time for the best, newest and most desirable weaves. We make them on honor, and sell them on merit.

Manufactured by **Fleischner, Mayer & Co.** Portland, Oregon

Pacific Coast Biscuit Company

Largest manufacturers of biscuits, crackers and confectionery west of Chicago.

ABETTA BISCUITS, PERFECTION SODAS AND THE FINEST CHOCOLATE AND CONFECTIONERY THAT CAN BE MADE

Patronize home industry. Why send your money east when you can do better at home? Build up your own section.

Factories at Portland, Spokane, Seattle, Tacoma, Sacramento, Oakland, San Francisco and Los Angeles

Established 1851

Incorporated 1906

Failing, Haines & McCalman

The Oldest Hardware House in the Pacific Northwest.

1851—J. Failing & Co.
1859—Failing & Hatt
1864—Henry Failing

1851—H. W. Corbett
1853—Corbett & McLaren
1854—H. W. Corbett

1867—H. W. Corbett & Co.

1870—Corbett, Failing & Co.

1872—John R. Foster
1880—Foster & Robertson

1893—Corbett, Failing & Robertson (Inc.)

1906—Failing, Haines & McCalman

Wholesale Dealers in Heavy and Shelf Hardware, Machine Shop Supplies and Metals.

Note Particularly

The Carborundum Company's Products.
Yale & Towne, Builders' Hardware.
Village Blacksmith Cutlery.
Cleveland Twist Drill Company's Products.
H. M. Myers' One Piece Solid Steel Shovels.

Downing-Hopkins Company

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BROKERS

Stocks, Bonds, Grain Bought and Sold for Cash and on Margin

Room 4 Chamber of Commerce Phone Main 37

PRIVATE WIRES



The Future Home of

Mason, Ehrman & Co.

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S. E. Cor. Fifth and Everett Streets, Portland, Oregon

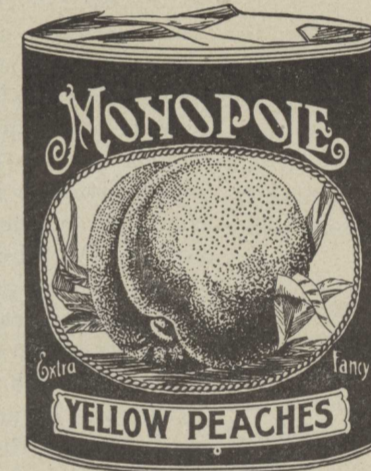
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For Modern and Successful Home Canning

No Mould No Loss

Keeps perfectly for years fruits, vegetables, meats, fish, game, jellies and jams; in fact every known article of food retaining fresh natural flavor.

Wide Mouth
No Rubber Ring
Seals by Suction
Airtight
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Smooth Edges



MONOPOLE

Canned Goods

As the Name Implies

ONE BEST
At Your Grocer

Wadhams & Kerr Bros.

Coffee Roasters, Manufacturers and Wholesale Grocers Portland, Oregon.

PURITY

COURTESY

Blumauer-Frank Drug Co.



Portland, Or.

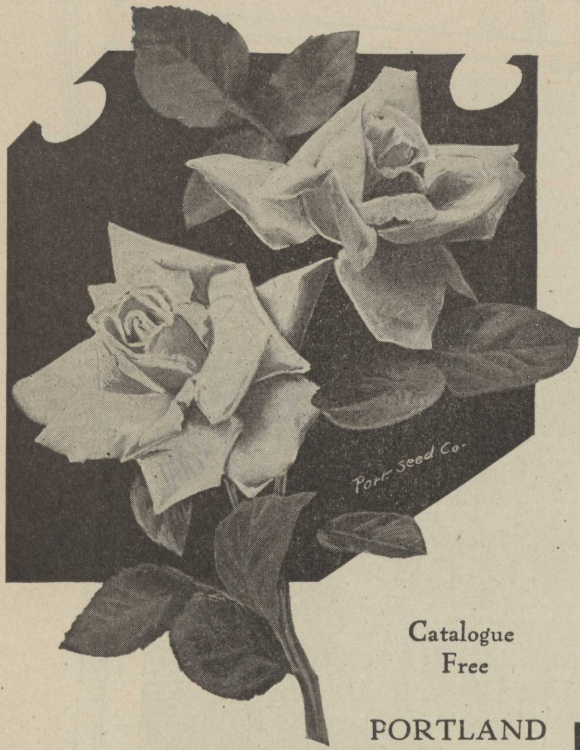
The Veteran Wholesale Drug House of the Pacific Northwest

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QUALITY

ESTABLISHED 1887
F.V. ANDREWS & COMPANY

Agents for Real Estate, Loans on Mortgages, Insurance
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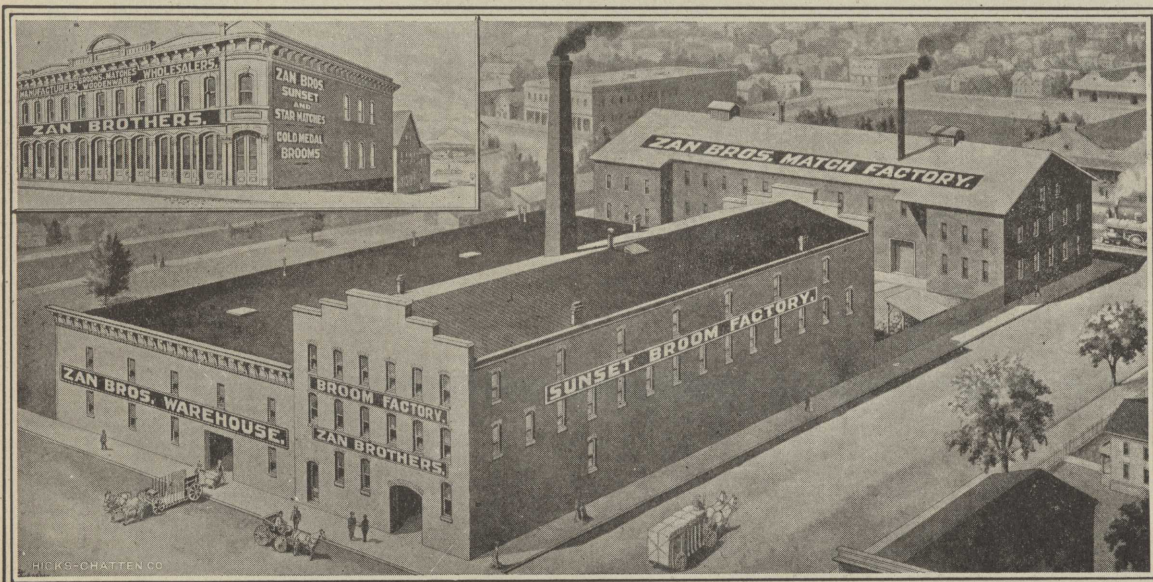
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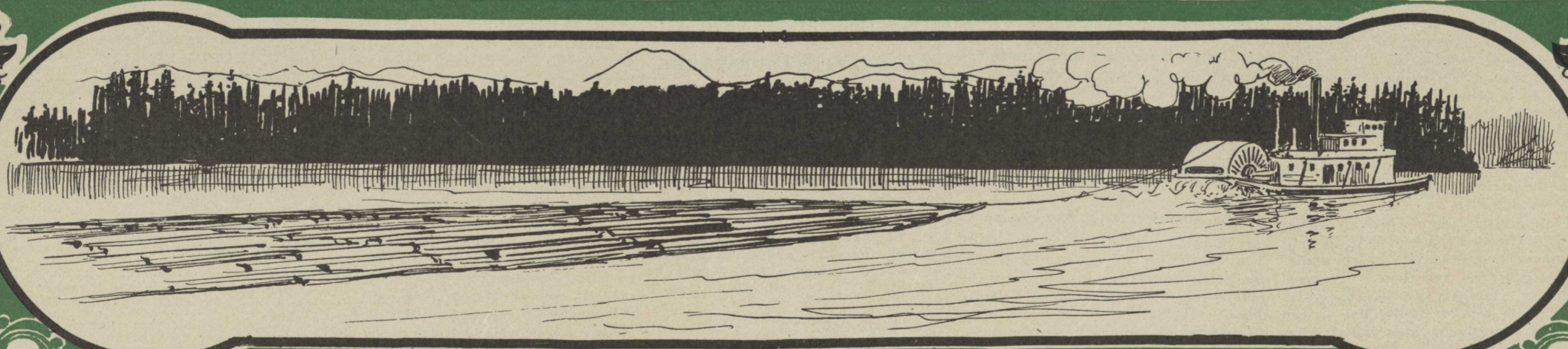
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This Fine Asphalt Pavement, Still in Perfect Condition, Was Laid in 1903

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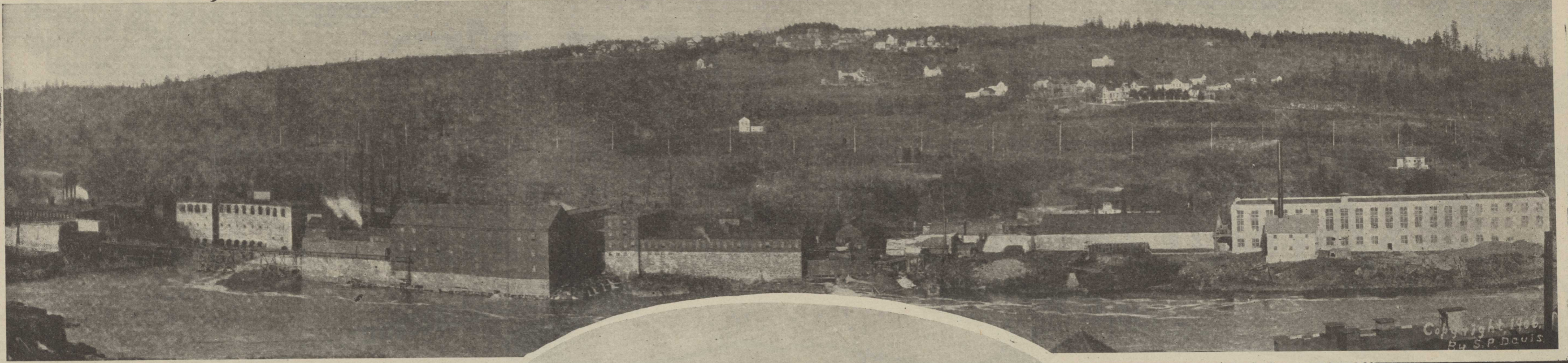
CITY HALL

9746

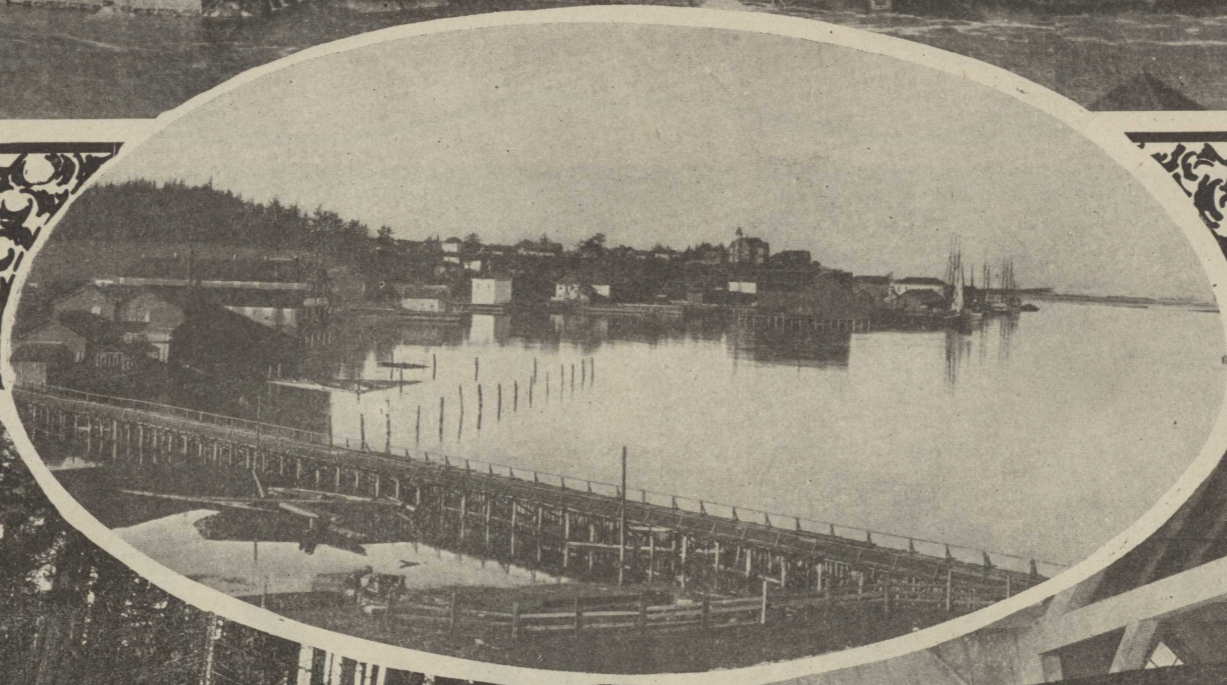


ARMORY BUILDING.

OREGON'S MANUFACTORIES



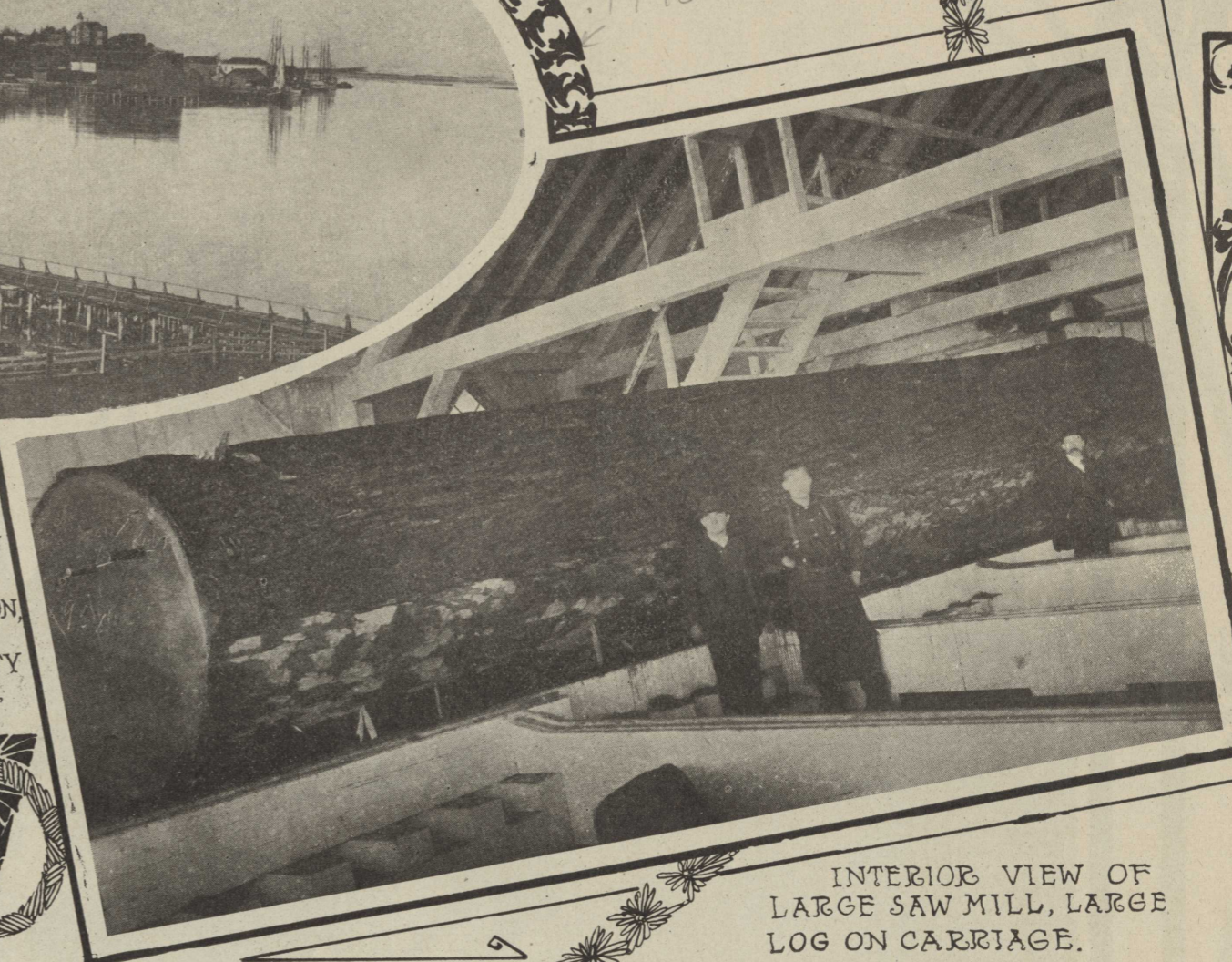
WEST SIDE MILLS
OREGON CITY 12 MILES
SOUTH OF PORTLAND



A VIEW OF
BANDON
COOS COUNTY
ORE.



BUTTE FALLS,
SOUTHERN OREGON.



INTERIOR VIEW OF
LARGE SAW MILL, LARGE
LOG ON CARRIAGE.

By S. B. Vincent.

IT FREQUENTLY has been said in the past that Oregon is not a manufacturing state. News of the lack of progression of Oregon's people in a manufacturing way has been heralded to the world in hand-books and guides and even some of our newspapers have called attention to the fact that our state, in spite of its great climatic advantages, its wealth of water-power, the comparative cheapness of its fuel and its unbounded resources was poorly represented in the wealth and numerical strength of its manufactures.

Perhaps all these estimates of the strength of our state in a manufacturing way were true a few years back, but now all is changed. Oregon has passed the mile-stone which marks the dividing line between those states which may be classed as manufacturing states and those which may not. Harboring as she does within her borders almost 5,000 factories of all kinds and representing an invested capital of \$50,000,000, she must now be classed as a manufacturing state.

True it is that Oregon is far down the list and very close to the bottom, but she has passed the line. A great step has been taken, an advance perhaps long deferred, but doubtless more firm, more secure and safer for its slow coming. We have established a reputation throughout the land for solidity and for a certain degree of conservatism. Our entry into the roster of manufacturing states has been delayed, but our great resources in every other sense have been more or less developed and the way paved for the manufacturing development which we are even now enjoying with no little pride and satisfaction.

Development Just Begun.

But in a measure we have just begun. Oregon's matchless resources, her rapidly increasing population and the wonderful development of the state's agricultural interests, through irrigation and other methods, has created a need for all sorts of finished materials, with the consequent result that factories have been established at home to meet these demands.

The market for "Made in Oregon" goods, however, does not lie wholly within our borders. Recent years have witnessed a phenomenal demand in the orient for some of our commodities, especially our lumber, flour and food products. Our lumber also is being shipped to Australia, several of the Pacific islands and to South America, and the demand from all sections of our own country has attained extraordinary proportions.

It is in the lumber and allied industries that Oregon excels. When we consider that Portland alone ships

by rail practically 10,000 carloads of lumber each year to various sections of the country, in addition to the immense shipments that go to the ports of the world in ships, one may have some slight conception of the great bearing this single industry has upon the commercial importance of the state. With over 300,000,000,000 feet of standing timber within the state, or practically one-sixth of the entire available supply in the United States, Oregon easily ranks as peer of the lumber states.

But this is not all she has. Her wheat is excelled by but few states in quality and the acreage sown is constantly increasing. Our flour trade with the orient has developed to a marvelous extent. The flour mills of the state, most of which are located in Portland or its immediate vicinity, not only grind vast quantities of Oregon's wheat but also consume large portions of the wheat of Washington and Idaho. The flour is shipped to the "ends of the earth," and the extraordinary size of the cargoes which leave Portland has attracted the attention of the commercial world to the commerce of the port.

Oregon's Foodstuffs Famous.

Oregon not only ships her flour to the orient but disposes of large quantities of it in our own country. Oregon foodstuffs are known from one end of the land to the other for their high quality and purity and the perfection of their manufacture. Oregon "mush" is served on a hundred thousand breakfast tables every day in the year and "hot cakes," made from Oregon cereal products, are relished by Americans everywhere.

It is perhaps to our lumber factories and our flour mills and to their allied branches that Oregon must extend most credit for her advance as a manufacturing state, and to a large degree, her development of these two industries is responsible for the development of her manufacturing industries in other lines. Other manufacturing industries have not kept pace with the lumber and wheat products but still substantial and satisfactory gains have been made in all her industries with perhaps one or two exceptions.

One industry, than which no richer field is afforded the capitalist, has not attained to the general high standing it deserves, and that is the wool industry. Oregon can boast of several good woolen mills, but it can be said in truth that this industry has been neglected sadly. Possessed as is Oregon of the finest wool producing sheep in the country and of the finest water for scouring and curing to be found anywhere in the world outside Great Britain, this industry has been allowed to lag so poorly fostered and nourished that its neglected state has given rise to the wondering

comment of eastern and foreign exporters, who, with far-seeing eyes, have recognized the possibilities of the industry in Oregon.

Eastern Eyes on Oregon.

The eyes of eastern capitalists are turned toward Oregon and her wool, and it is to be hoped that within a few years manufactories for woolen products will be established here and first-class goods shipped to all sections of the country. Oregon cloths will some day be as well-made and perhaps as well known as the best British goods and will be as much relied upon, especially by broad Americans who will buy the domestic cloth in preference to the imported once they are assured that it is "just as good."

But in the meantime our own capitalists are letting slip from their grasp an assured income-producing proposition and besides are injuring the state by their failure to recognize the merits and possibilities of this great industry. In 1900 Oregon ranked eighth in the list of wool manufacturing states, but dropped to thirteenth position in 1905, and this in the face of an increase in capital invested of \$96,162 or 8.2 per cent, and an increase in the value of the product of \$136,532 or 15.2 per cent. These figures show that other states have advanced more rapidly, so far as the woolen industry is concerned, than has Oregon.

The accompanying table compiled from the United States census of 1905 shows the development of the 13 principal industries of Oregon in the period from 1900 to 1905.

The government census in 1905 for Portland showed the remarkably healthful condition of its manufactures, but since 1905 there has been a marvelous development in all branches of manufacturing. Many new factories have been started and old established companies have considerably increased their working capital. It is safe to add at least 10 per cent to the government's figures for 1905 to obtain an accurate estimate of Portland's manufacturing business today. The government figures for 1905 are summarized in the accompanying table.

The Manufacturers' Association.

It may be well to point out here that Portland's and Oregon's standing as a manufacturing city and state depend largely upon the people themselves. If we are to develop in a manufacturing way every citizen must do his part, and do it thoroughly. Much has been accomplished since the Manufacturers' association of the northwest was organized in Portland less than a decade ago.

This association has done a great work in promoting the industrial life of the state. It has encouraged manufacturers to locate here; it has

brought capitalists together to promote various manufacturing enterprises and in every way has sought to establish a prejudice in favor of Oregon made goods. That it has succeeded in large measure is apparent to any who have followed its course.

The Manufacturers' association has the support of manufacturers and loyal citizens in all parts of the state and constantly is adding to its membership and consequently its scope and influence. But it requires more than the work of the members of this association to accomplish all that is necessary to make Oregon what she ought to be in a manufacturing way. It requires that every man, woman and child whenever possible buy "Made in Oregon" goods, providing of course that price and quality are equal to goods of eastern or foreign manufacture. Oregon can make goods as good as the best in many lines and it is the duty of her citizens to require Oregon products of their tradespeople.

By thus helping the manufacturers of Oregon each individual will help himself, his neighbor, his own town or city, and greatest of all, his state, his own Oregon. Keep your money in your own town if you can, but by all means keep it within the state. When you buy an article, no matter what it may be, ask if it is "Made in Oregon," and soon you will create room for more factories, for a larger population and for even greater prosperity than Oregon is now enjoying. You will assist in the employment of home labor and in the consumption of home goods. You will be helping the farmer, the orchardist, the sheep and cattle raisers, the miner and so on down the long list of people who represent and make up the industrial life of the state.

FOR GLASS MANUFACTURE.

Glass sand of superior quality and in quantity sufficient to warrant the establishment of large glass furnace works, has been discovered within a distance of 60 miles of Portland. One gentleman from the east, thoroughly acquainted with the industry has located a tract of glass sand about 60 acres in extent. It is easily accessible from the city, and is so situated that water transportation would be available if any development work is done.

RAPID GROWTH OF AN INDUSTRY.

Evolution of the lumber industry has been rapid. In 1895 the entire cut of the state was only 450,000,000 feet, and Portland mills cut about 100,000,000 feet of that amount. Five years later the output had grown to more than double that quantity, and

Portland mills had increased to a capacity of 250,000,000 feet. At the end of the ten year period the cut in round numbers amounted to two billion feet, about 35 per cent of which was the output of Portland mills. These figures are so vast as to be difficult to understand. A statistician estimates that during the past ten years Oregon contributed to the world an output of lumber sufficient to inclose the United States with a solid board fence 50 feet high.

\$5,000 IN CASH PRIZES.

There is no section of the United States that offers the descriptive writer the opportunities presented by the Pacific northwest, and Portland and Oregon are especially rich in their variety of attractive and substantial features. To encourage visitors to include Portland and Oregon in their itinerary and become better advised, and also to be able to tell others, the Portland Commercial club offers \$5,000 in prizes for articles on Portland, Oregon and this section of the United States as follows:

- First prize \$1,000
- Second prize 500
- Third prize 250
- Fourth prize 200
- Fifth prize 175
- Sixth prize 150
- Seventh prize 125
- Eighth prize 110
- Ninth prize 100
- Tenth prize 90
- Cooperage 25,496
- Coppersmithing and sheet-iron working 94,960
- Engraving—Steel, including plate printing 17,738
- Flour and grist mill products 60,251
- Food preparations 30,550
- Foundry and machine-shop products 484,296
- Furniture 294,558
- Hair work 3,930
- Ice, manufacturing 37,750
- Jewelry 15,520
- Leather, tanned, curried and finished 36,100
- Lumber and timber products 916,215
- Lumber—Planing mill products, including sash, doors and blinds 538,888
- Mattresses and spring beds 23,040
- Monuments and tombstones 30,500
- Patent medicines and compounds 2,800
- Pickles, preserves and sauces 7,991
- Printing and publishing, book and job 248,700
- Printing and publishing, newspapers and periodicals 1,194,839
- Saddlery and harness 139,315
- Shoemaking, wooden, including bootbuilding 105,060
- Slaughtering and meat packing, wholesale 117,748
- Structural iron work 17,972
- Tobacco, cigars and cigarettes 48,469
- Trunks and valises 14,800
- Umbrellas and canes 4,122
- Wire work, including rope and cable 8,500
- Woolly, turned and carved 28,737
- All other industries 267,254

Grand total \$5,000
Three judges to be named by Hon. George E. Chamberlain, governor of Oregon.

In order to be eligible for competition, these articles must appear in a regular edition of some newspaper or other publication dated on or before December 31, 1907, printed outside of the states of Oregon and Washington, said publication (complete) to be in the hands of the judges not later than February 1, 1908. These articles must be sealed and addressed to Prize Contest, care Portland Commercial club, Portland, Oregon.

They will be opened by the judges. Prizes will be awarded strictly on the merits of the articles. Contestants can treat any phase of the subject that appeals to them—Natural Resources, Scenery, Irrigation, Agriculture, Dairying, History, Educational and Religious Advantages, Climate, Social Conditions, etc., or in a more comprehensive vein. The judges will

COMPARATIVE SUMMARY FOR THIRTEEN LEADING INDUSTRIES, 1905 AND 1900.

Industries—	Census.	Value of Products.
Total for selected industries for state.....	1905 1900	\$41,608,542 28,081,271
Increase, 1900 to 1905.....		\$13,424,271
Per cent of increase.....	1905 1900	47.8 74.8
Per cent of total of all manufacturing industries in state.....	1905 1900	74.8 74.8
Lumber and timber products.....	1905	\$12,482,908
Flour and grist mill products.....	1905	8,407,613
Slaughtering and meat packing, wholesale.....	1905	6,136,260
Printing and publishing.....	1905	2,907,184
Lumber, planing mill products, including sash, doors and blinds.....	1905	1,638,490
Canning and preserving, fish.....	1905	2,664,112
Foundry and machine-shop product.....	1905	1,429,991
Cheese, butter and condensed milk.....	1905	2,652,319
Paper and wood pulp.....	1905	651,547
Bread and other bakery products.....	1905	2,677,746
Cars and general shop construction and repairs by steam railroad companies.....	1905	1,788,809
Liquors, malt.....	1905	1,670,676
Woolen goods.....	1905	1,808,578
	1900	778,946
	1905	1,265,139
	1900	1,026,169
	1905	1,118,192
	1900	714,242
	1905	1,034,356
	1900	897,824

MANUFACTURES IN PORTLAND BY SPECIFIED INDUSTRIES—1905.

Kind of Industry—	Wages.	Value of Products.
Awnings, tents and sails.....	12,226	\$23,343
Bags, and other paper.....	49,174	957,000
Boxes, fancy and paper.....	14,987	65,328
Bread and other bakery products.....	13,096	43,896
Butter.....	177,810	1,182,287
Carrriage and wagon materials.....	45,468	126,688
Cars and general car construction and repairs by steam railroad companies.....	24,806	2,925,928
Clothing, men's.....	6,100	20,337
Clothing, women's.....	29,300	96,320
Cooperage.....	574,483	1,083,072
Coppersmithing and sheet-iron working.....	120,144	606,093
Engraving—Steel, including plate printing.....	15,476	43,896
Flour and grist mill products.....	22,894	811,075
Food preparations.....	49,626	841,814
Foundry and machine-shop products.....	25,496	1,194,839
Furniture.....	94,960	238,260
Hair work.....	17,738	51,400
Ice, manufacturing.....	60,251	2,715,125
Jewelry.....	30,550	365,232
Leather, tanned, curried and finished.....	484,296	1,148,760
Lumber.....	294,558	730,002
Lumber—Planing mill products, including sash, doors and blinds.....	3,930	17,285
Mattresses and spring beds.....	37,750	136,800
Monuments and tombstones.....	15,520	41,100
Patent medicines and compounds.....	36,100	383,270
Pickles, preserves and sauces.....	916,215	3,677,465
Printing and publishing, book and job.....	538,888	1,857,473
Printing and publishing, newspapers and periodicals.....	23,040	141,000
Saddlery and harness.....	30,500	149,000
Shoemaking, wooden, including bootbuilding.....	2,800	62,800
Slaughtering and meat packing, wholesale.....	7,991	51,290
Structural iron work.....	248,700	2,851,180
Tobacco, cigars and cigarettes.....	139,315	737,589
Trunks and valises.....	105,060	238,231
Umbrellas and canes.....	117,748	1,194,839
Wire work, including rope and cable.....	17,972	56,190
Woolly, turned and carved.....	48,469	218,627
All other industries.....	14,800	62,800
	4,122	35,308
	8,500	59,500
	28,737	38,737
	267,254	5,234,544
Totals.....	\$5,842,166	\$28,651,321

The above figures for "Wages" do not include the salaries of officials and clerks, of which there are 1,025, who receive a total of \$1,266,157 per annum.

It is a notable fact that in Portland 157 incorporated companies, constituting 35.9 per cent of the total, control 80.6 per cent of the capital, employ 78.1 per cent of the wage-earners, pay 78.8 per cent of the wages, and report products valued at \$22,533,476, or 78.3 per cent of the total for the city.

with this portion of the United States and give expression to their views in such articles as will be acceptable to papers throughout the entire continent.

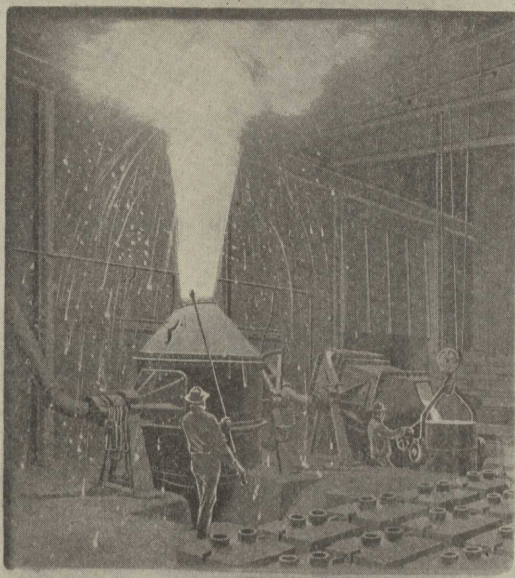
TOM RICHARDSON,
Manager Portland Commercial Club.

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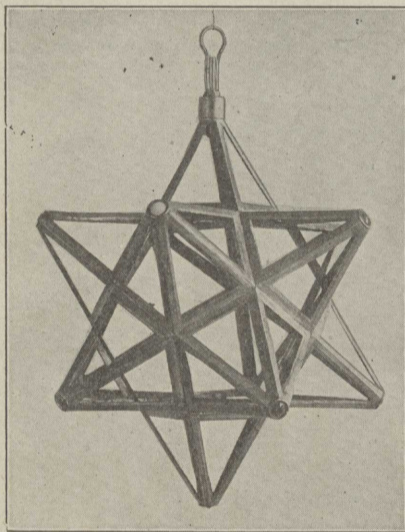
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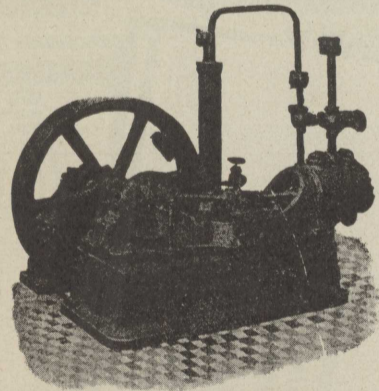
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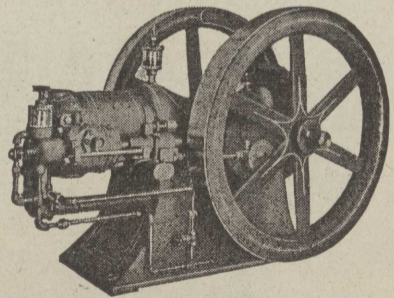
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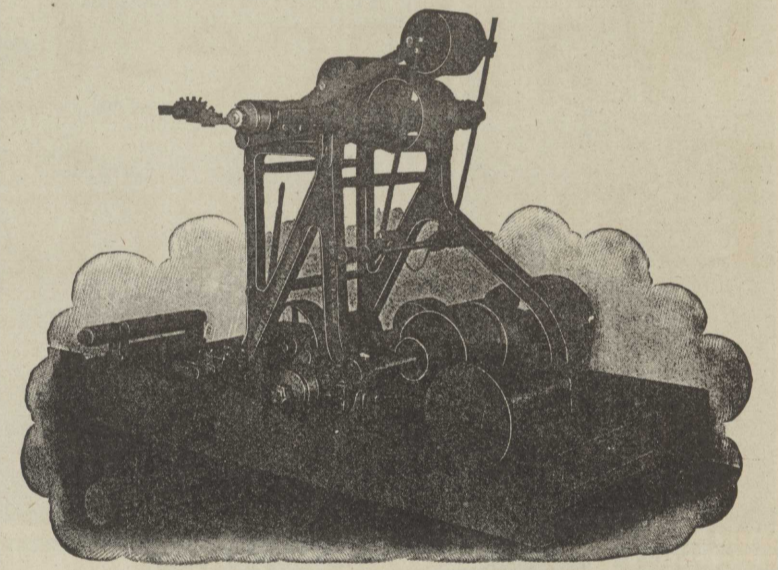


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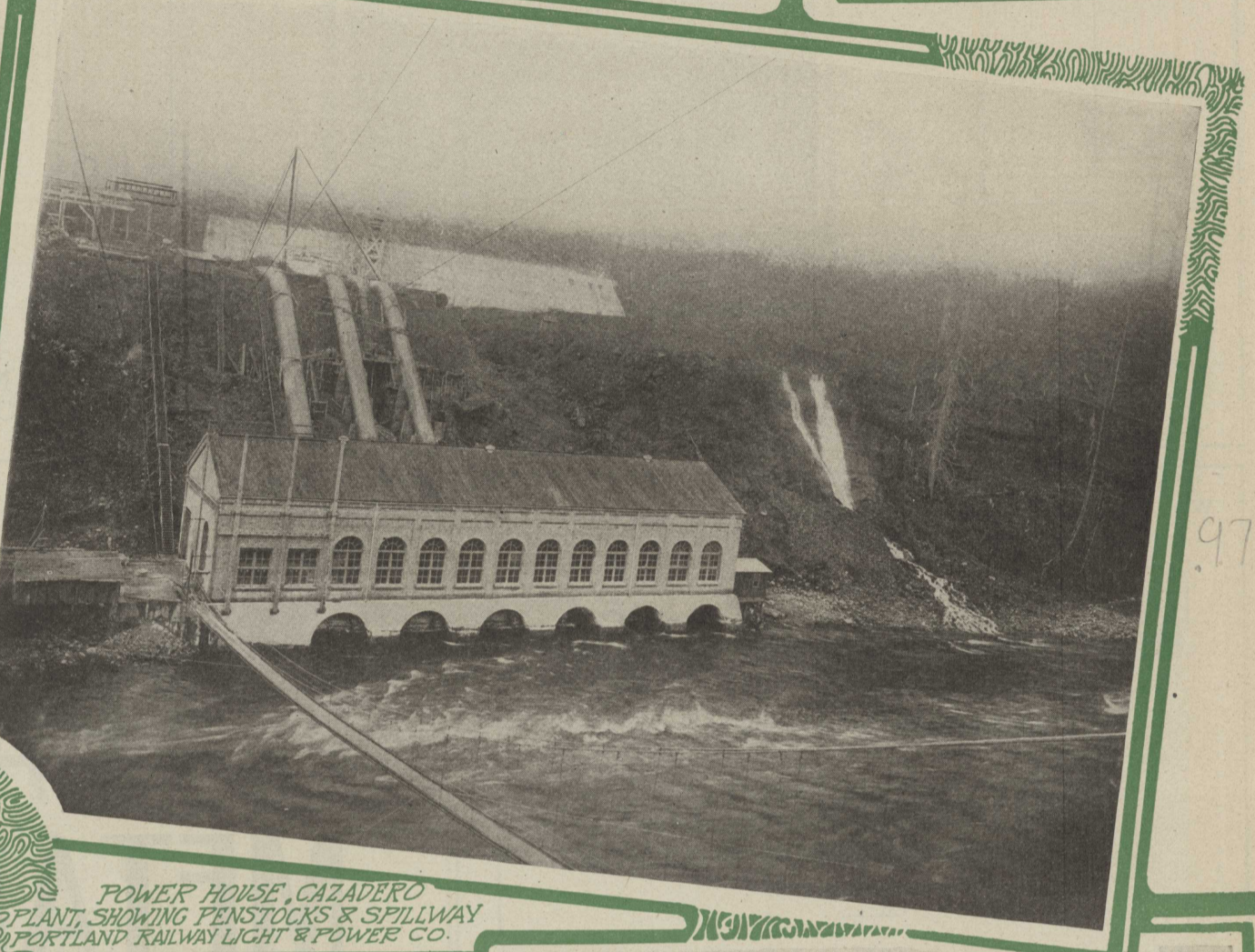
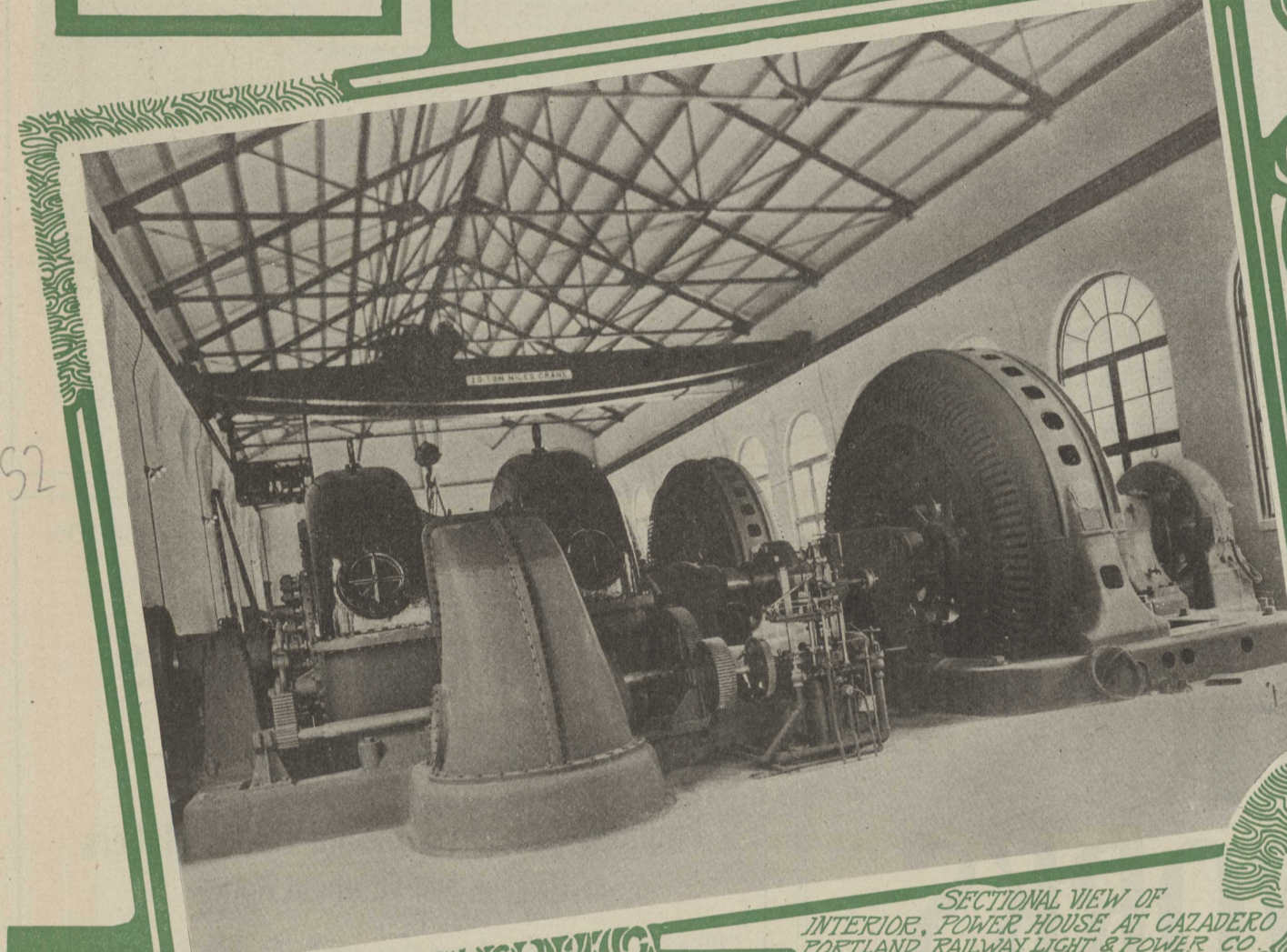
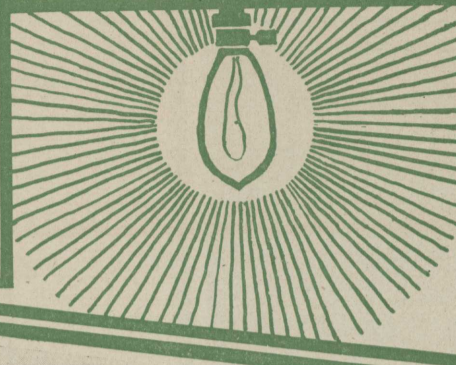
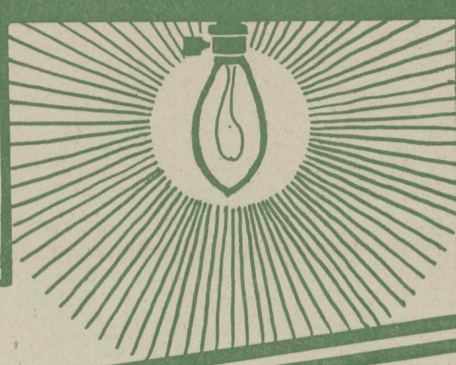
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N. B. Taylor, Manager Phone Main 1535

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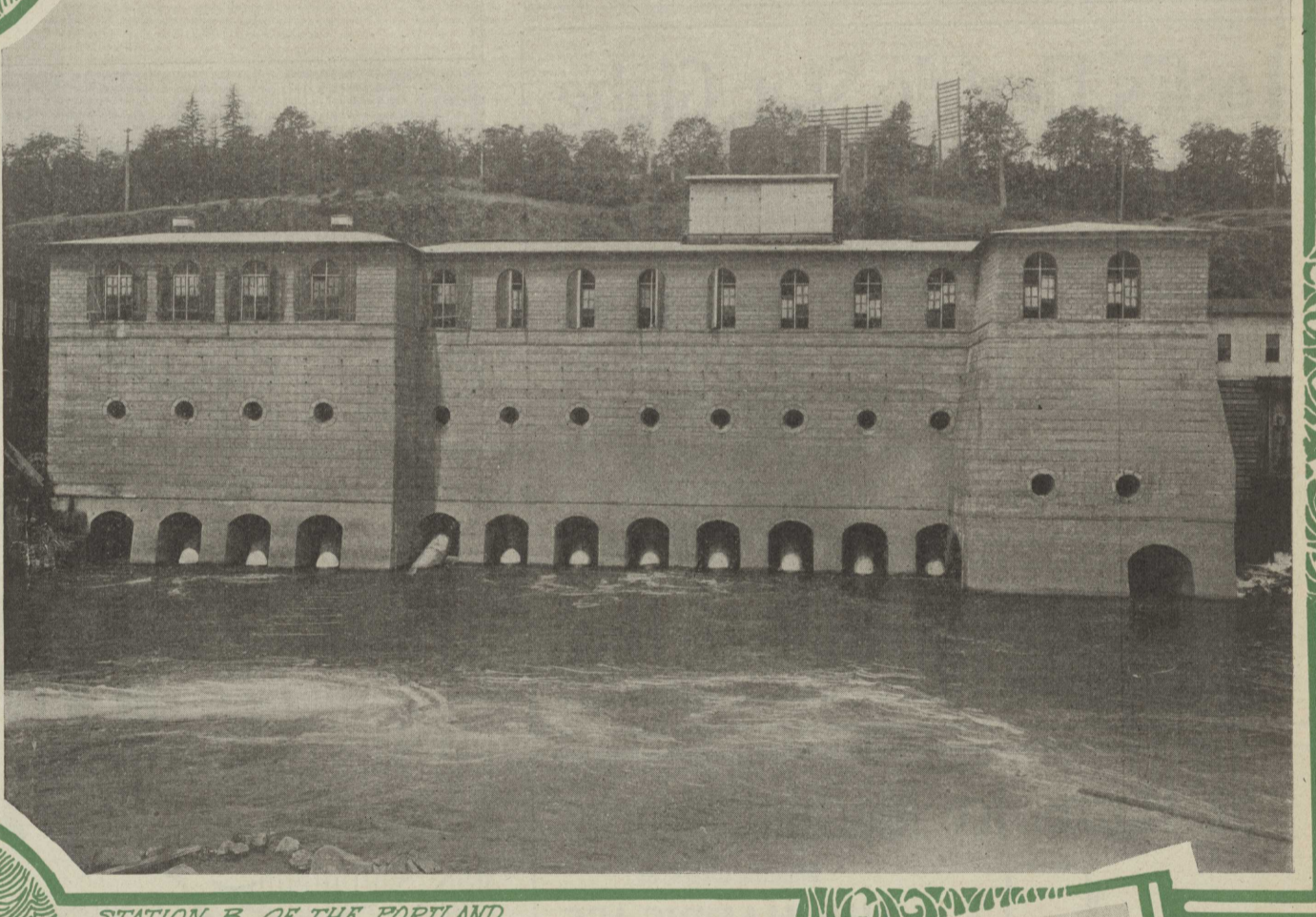
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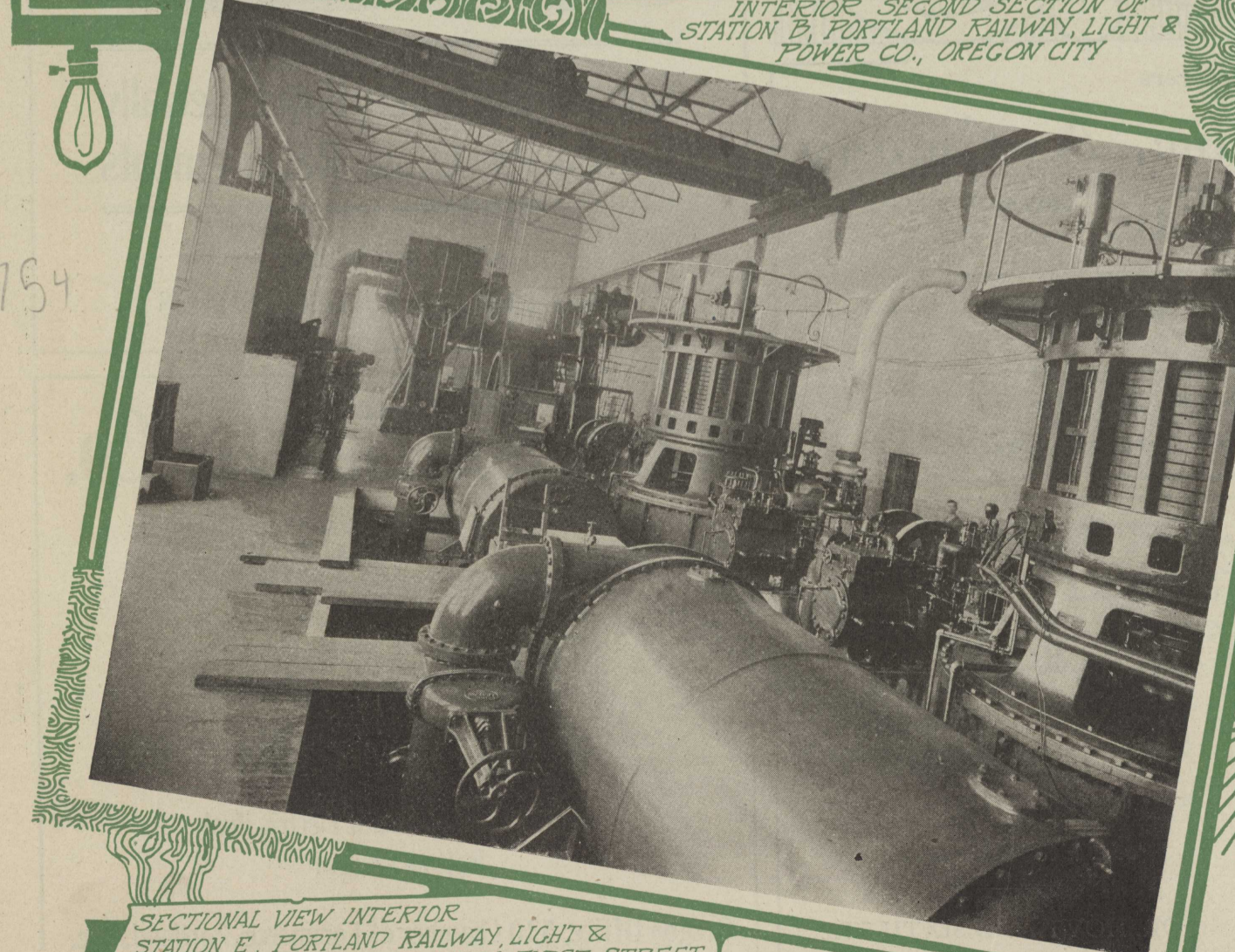
SECTIONAL VIEW OF INTERIOR, POWER HOUSE AT CAZADERO PORTLAND RAILWAY LIGHT & POWER CO.

POWER HOUSE, CAZADERO PLANT, SHOWING PENSTOCKS & SPILLWAY PORTLAND RAILWAY LIGHT & POWER CO.



INTERIOR SECOND SECTION OF STATION B, PORTLAND RAILWAY LIGHT & POWER CO., OREGON CITY

STATION B OF THE PORTLAND RAILWAY LIGHT & POWER CO. AT WILLAMETTE FALLS, OREGON CITY



SECTIONAL VIEW INTERIOR STATION E, PORTLAND RAILWAY LIGHT & POWER CO., FOOT OF TWENTY FIRST STREET, NORTH. STEAM TURBINES IN THE FOREGROUND

STATION E OF THE PORTLAND RAILWAY LIGHT & POWER CO. FOOT OF TWENTY FIRST STREET, NORTH

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